From:	ehud barak <ehbarak1@gmail.com>
To:	Doron Cohen <doronco@netvision.net.il>
CC:	
Date:	Mon, 9/30/2013 5:24:17 PM
Subject:	Re: Introduction

I told Gabi I'll attend but has a problem to implement. I didn't know it is a Conference. How did you learn about it?
See Ziv's Idea. I've thought SCP is not operative anymore.
Will call later.
Best
EB

Sent from my iPhone

On Sep 30, 2013, at 11:57, Doron Cohen <doronco@netvision.net.il> wrote:

Hi Ehud,

Thanks. When will you be back here?

I understood that you are going to attend the Yom Kippur Conference to be hosted by Gabriela Shalev on October 10th. Will you speak there?

Please call me at your convenience. I have a few issues to discuss with you.
Doron

From: ehud barak [mailto:ehbarak1@gmail.com]
Sent: יום ב 30 ספטמבר 2013 09:20
To: Daniel Levner
Cc: Doron cohen; Yossi Pollak
Subject: Re: Introduction

Daniel
Thx. I'll stay in touch with BN to make sure he follows up. Keep updating me as needed. Best
EB

Sent from my iPhone

On Sep 30, 2013, at 1:17, Daniel Levner <levner@stanfordalumni.org> wrote:

> Dear Mr. Barak,
>
> We wanted to send you a summary of the call that Yossi and I had with Boris Nikolic on Thursday. We started with a phone call due to Dr. Nikolic's travel, but we have already agreed to meet face-to-face in a few weeks, when Dr. Nikolic is back in Boston.
>
> All in all, the conversation was very collegial and positive. Dr. Nikolic is intimately familiar with the malaria diagnostics field, and he has played a central role in the Gates Foundation's strategic planning on the subject. Dr. Nikolic was very forthcoming with us and shared his subtle understanding of current and upcoming diagnostic technologies, which was quite interesting.
>
> Dr. Nikolic's view is that the Gates Foundation's driver in choosing technologies is the ability to access remote parts of Africa. For this reason, they have ruled out any "machine" based technologies such as ours. Dr. Nikolic's view is that because of this policy as well as a prior bad experience with a machine-based technology, the Gates Foundation itself would likely not see our technology as a good fit.

However, Dr. Nikolic seemed quite receptive to the notion that our technology can be very attractive in the sorts of environments that we've been pursuing: clinics of various sizes in less remote areas, where microscopy is currently performed. Although he seemed less familiar with India, Dr. Nikolic agreed with our good fit there. Moreover, he seemed open to the notion that similar sites exist in Africa, perhaps in the cities. It was very reassuring to hear Dr. Nikolic speak in support of our technology and its competitiveness in such markets, particularly as someone who has extensive visibility into upcoming technologies.

Despite his feelings about the Gates Foundation's interest, Dr. Nikolic was very positive and offered to help in any way that he can. He is connected to pretty much everyone in the field and offered to make introductions.

I very much look forward to continuing our discussion when Dr. Nikolic and I meet in Boston, probably in mid-to-late October.

Thank you again for making the introduction!

All the best,
Danny

> Daniel
> I want to introduce you to Dr. Boris Nikolić
> Chief Scientist at Bill& Melinda Gates Foundation.
> Boris got from me the Parasight material and agreed to try to arrange a meeting for you with the proper person/scientist within the Foundation.
> Pl create direct contact.
> I'll be in NY till Sept 24 noon.
> Best
> Ehud Barak
>
> Sent from my iPhone